

LATIN AMERICA
TRADE AND INVESTMENT MISSION

REPORT TO PARLIAMENT

23-30 APRIL 2023

The Honourable Cameron Dick MP
Treasurer and Minister for Trade and Investment



**TRADE +
INVESTMENT**
QUEENSLAND

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Official Party

The Honourable Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Program

Sunday 23 April 2023 – Brisbane Santiago (via Sydney)	
	Depart Brisbane, travel to Santiago (via Sydney)
5.00pm – 6.00pm	Briefing with the Ambassador of Australia to Chile <ul style="list-style-type: none"> – HE Mr Todd Mercer, Ambassador of Australia to Chile – Ms Joanne Lovejoy, Security Officer at the Australian embassy <p>Venue: Enrique Foster 30, Santiago</p>
6.10pm – 7.30pm	Queensland METS delegates welcome reception <ul style="list-style-type: none"> – HE Mr Todd Mercer, Ambassador of Australia to Chile – Dr Nicholas Baker, Senior Trade and Investment Commissioner, Austrade – Ms Valeria Ortiz, Director, Business Development, Austrade – Ms Ximena López, Chile Australian Chamber of Commerce General Manager – 80 guests attended <p>Venue: Isidora Goyenechea 3000, Las Condes</p>

Monday 24 April 2023 – Santiago	
11.00am – 3.00pm	Expomin Inauguration and VIP Networking Lunch <ul style="list-style-type: none"> – Mr Francisco Sotomayor, Executive Director, Expomin and Managing Director, GL Events – Mr Joaquin Villarino, Executive President, Consejo Minero – Ms Amparo Cornejo, Vice President (South America), Teck – Dr Marcela Hernando, Minister for Mining, Chile and Honorary President of Expomin <p>Venue: Ruta 68, Pudahuel, Región Metropolitana</p>
3.00pm – 4.00pm	Visit TIQ's booth at Expomin <p>Venue: Ruta 68, Pudahuel, Región Metropolitana</p>
4.00pm – 4.45pm	Meeting with Sigdo Koppers Ingeniería y Construcción (SKIC) <ul style="list-style-type: none"> – Mr Ignacio Dunner Solari, Chief Commercial Officer <p>Venue: Ruta 68, Pudahuel, Región Metropolitana</p>
7.00pm – 8.30pm	Networking reception hosted by Austmine <ul style="list-style-type: none"> – Dr Robert Trzebski, Director International Business, Austmine – HE Mr Todd Mercer, Ambassador of Australia to Chile – Dr Nicolas Baker, Senior Trade and Investment Commissioner, Austrade – 70 guests attended <p>Venue: Calle Lo Beltrán 2500 Santiago</p>

8.30pm – 10.00pm	Networking reception and dinner with the Australia-Latin America Business Council (ALABC) and the Federation of Chilean Industry (SOFOFA) <ul style="list-style-type: none"> – Mr Marcelo Salas, Chief Executive Officer, ALABC – Mr Stephen Hall, Chief Operating Officer, Duratray and Non-Executive Director, ALABC – Mr Robert Trzebski, Director of International Business, Austmine – HE Mr Todd Mercer, Ambassador of Australia to Chile – Dr Nicolas Baker, Senior Trade and Investment Commissioner, Austrade <ul style="list-style-type: none"> – 110 guests attended Venue: Calle Lo Beltrán 2500 Santiago
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Tuesday 25 April 2023 – Santiago	
6.45am – 8.15am	ANZAC Day Commemorations <ul style="list-style-type: none"> – HE Mr Todd Mercer, Ambassador of Australian to Chile – HE Mr Michael O'Shaughnessy, Acting Head of Mission, New Zealand Embassy in Chile – HE Ms Gülcan Akoğuz, Ambassador of Turkey to Chile – Embassy staff and invited guests Venue: New Zealand Ambassador's residence
9.00am – 10.00am	Meeting with the Chilean Vice Minister of Mining <ul style="list-style-type: none"> – Mr Willy Kracht, Chilean Vice Minister of Mining Venue: Amunátegui 232, Pisos 15
11.00am – 11.50am	Meeting with Chilean Mining Council Consejo Minero <ul style="list-style-type: none"> – Mr Joaquin Villarino, Chief Executive Officer Venue: Apoquindo No3500, Piso 7
12.00pm – 12.45pm	Meeting with the University of Queensland and the Sustainable Minerals Institute – International Centre of Excellence (SMI-ICE) Chile <ul style="list-style-type: none"> – Prof Rick Valenta, Director, Sustainable Minerals Institute – Dr Douglas Aitken, General Manager, SMI-ICE Chile – Dr Nicolas Baker, Senior Trade and Investment Commissioner, Austrade Venue: Av Apoquindo 2929, Piso 3, 7550246 Las Condes, Región Metropolitana
1.00pm – 2.15pm	Meeting with HIF Global <ul style="list-style-type: none"> – Mr Ignacio Hernandez, Chief Executive Officer, Asia Pacific – Ms Clara Bowman, Chief Operating Officer

	<ul style="list-style-type: none"> - Dr Nicolas Baker, Senior Trade and Investment Commissioner, Austrade <p>Venue: Avenida Apoquindo 3472, Oficina 1401,</p>
7.30pm – 8.30pm	<p>Expomin Gala Reception hosted by Australian, Canadian and New Zealand Ambassadors</p> <ul style="list-style-type: none"> - HE Mr Todd Mercer, Australian Ambassador to Chile - HE Mr Michael Gort, Ambassador of Canada to Chile - HE Mr Michael O'Shaughnessy, Acting Head of Mission, New Zealand Embassy in Chile - Dr Marcela Hernando, Minister for Mining, Chile and Honorary President of Expomin - 200 guests attended <p>Venue: Australian Ambassador's residence</p>

Wednesday 26 April 2023 – Santiago | Sao Paulo

10.30am – 12.00pm	<p>Expomin Queensland METS Pitching Session with Antofagasta Minerals</p> <ul style="list-style-type: none"> - Mr Ramon Jara, Director, Antofagasta Minerals - Ms Paula Ohberg, Head of Project and Operational Services Procurement Planning, Antofagasta Minerals - Ms Patricia Adiazola, Specialist, Antofagasta Minerals - 30 Queensland METS companies <p>Venue: Ruta 68, Pudahuel, Región Metropolitana</p>
	Depart Santiago, travel to Sao Paulo

Thursday 27 April 2023 – Sao Paulo | Campinas | Sao Paulo

	Depart Sao Paulo, travel to Campinas
11.15am – 12.45pm	<p>Meeting and site visit with NOJA Power</p> <ul style="list-style-type: none"> - Mr Bruno Kimura, Chief Executive Officer - HE Ms Sophie Davies, Ambassador of Australia to Brazil <p>Venue: Av Pierre Simon de Laplace, 965A, Techno Park, Campinas</p>
	Depart Campinas, travel to Sao Paulo
6.00pm – 6.45pm	<p>Pre-Meeting with Queensland Education and Training provider representatives</p> <ul style="list-style-type: none"> - Ms Priscila Campos, Marketing Manager Latam, LEXIS - Mr Rafael Moreira, Latam Regional Manager, Torrens University Australia - Ms Marilia Akemi Ouchi, Sales Manager, ILSC - Mr Bruno Raposo, Regional Manager, Le Cordon Bleu

	<ul style="list-style-type: none"> - Mr Kadu Aguilera, Regional Manager Latin America, NIET Group - Mr Jonas Taragano, In Country Manager (Brazil), TAFE Queensland - Mr Flávio Ferreira, Student Recruitment Manager – Brazil, Greenwich College - Mr Gustavo Trione, In-Country Sales Representative (Brazil), Inforum & Impact - Mr Bruno da Silva Morais, In-Country Representative (Brazil), Sun Pacific College Group - Ms Debora Machado, Education Consultant Brazil, TIQ <p>Venue: Alameda Santos, 2233 – Jardim Paulista, São Paulo</p>
7.00pm – 9.00pm	<p>Study in Queensland, Australia Reception</p> <ul style="list-style-type: none"> - HE Ms Sophie Davies, Ambassador of Australia to Brazil - 112 guests attended <p>Venue: Alameda Santos, 2233 – Jardim Paulista, São Paulo</p>

Friday 28 April 2023 – Sao Paulo Belo Horizonte Sao Paulo Brisbane (via Doha)	
	Depart Sao Paulo, travel to Belo Horizonte
11.00am – 1.00pm	<p>Meeting with Government of Minas Gerais – Signing of renewed Memorandum of Understanding</p> <ul style="list-style-type: none"> - Ms Kathleen Garcia Oliveira, Deputy Secretary of Economic Development - Mr Pedro Bruno Barros de Souza, State Secretary of Infrastructure and Mobility - Mr Frederico Amaral e Silva, Undersecretary for Investment and Value Chain Promotion - Mr Bruno Araújo Oliveira, Undersecretary of Science, Technology and Innovation - Mrs Ana Araújo Prates Diniz, Superintendent of Investment Attraction and Exports Promotion - Mr Matheus Palmeira, Advisor of International Cooperation Office - Mr João Paulo Braga, CEO of Invest Minas - HE Ms Sophie Davies, Ambassador of Australia to Brazil <p>Venue: Cidade Administrativa, Rod Papa João Paulo II</p>
	Depart Belo Horizonte, travel to Sao Paulo
	Depart Sao Paulo for Brisbane, via Doha

Saturday 29 April 2023 – Doha, Qatar Brisbane	
	Inflight

Sunday 30 April 2023 – Brisbane	
	Arrive Brisbane

Briefing with the Ambassador of Australia to Chile

Date: Sunday 23 April 2023

Attendees

HE Mr Todd Mercer	Ambassador of Australia to Chile
Ms Joanne Lovejoy	Security Officer at the Australian embassy
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

The Department of Foreign Affairs and Trade (DFAT) has a High Commission in Santiago, Chile. The Austrade office in Chile is also responsible for Ecuador, and is represented by Dr Nicholas Baker, Senior Trade and Investment Commissioner.

Chile was Queensland's 29th largest merchandise trading partner in 2022, with exports to Chile totalling A\$528.4 million and imports from Chile totalling \$152.2 million. Queensland's top export commodity to Chile was coal in three forms, blended coal, coke (metallurgical coal) and briquettes (bonded coal), worth A\$296.7 million.

The Treasurer received an economic and security briefing from DFAT on the Latin America market. The Treasurer conveyed to the Ambassador that Queensland is well positioned to explore further opportunities with Latin America, particularly in Mining, Equipment, Technologies and Services (METS) and in International Education and Training.

Queensland METS delegates welcome reception

Date: Sunday 23 April 2023

Attendees

80 guests attended

HE Mr Todd Mercer	Ambassador of Australia to Chile
Dr Nicholas Baker	Senior Trade and Investment Commissioner, Austrade
Ms Valeria Ortíz	Director Business Development, Austrade
Ms Ximena López	General Manager Chile Australian Chamber of Commerce
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland
Mr Brendan Rutherford	Principal Trade and Investment Officer, Mining, Resources and Energy Trade and Investment Queensland

Meeting Summary

TIQ hosted the METS delegates welcome reception as part of TIQ-Expomin 2023 related program.

30 Queensland companies attended Expomin 2023 to promote their products and services, through exhibiting at the TIQ booth, the Australian Pavilion or at the Austmine stand.

The Treasurer met with the participating Queensland METS delegates who attended Expomin and showcased the services and support TIQ provides to Queensland METS companies in market, with the support of DFAT.



Expomin Inauguration and VIP Networking Lunch

Date: Monday 24 April 2023

Attendees

Mr Francisco Sotomayor	Executive Director, Expomin and Managing Director, GL Events
Mr Joaquin Villarino	Executive President, Consejo Minero
Ms Amparo Cornejo	Vice President (South America), Teck
Dr Marcela Hernando	Minister for Mining, Chile, Honorary President of Expomin
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment
Mr Geoff Breusch	Principal Advisor
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

Expomin is the second largest international mining trade show in the world and includes an extensive program of activities. It has active participation from mining companies, suppliers of high technological capacity, start-ups and key institutions that are part of the mining ecosystem.

Expomin Congress is consolidated as a space that promotes the transfer of knowledge, experiences and especially the offer of technologies that contribute to innovation and increase the productivity of mining processes.

During the event, the Treasurer met with Chilean authorities including the Chilean Mining Minister, Dr Marcela Hernando and networked with C-level mining company executives.

The Treasurer positioned Queensland as a leader in the METS sector and signalled that Queensland was open for business.



Visit TIQ's booth at Expomin

Date: Monday 24 April 2023

Attendees

The Hon Cameron Dick MP

Mr Geoff Breusch

Mr Justin McGowan

Mr Alex Pessagno

Treasurer and Minister for Trade and Investment

Principal Advisor

Office of the Treasurer and Minister for Trade and Investment

Chief Executive Officer

Trade and Investment Queensland

Queensland Trade and Investment Commissioner,
Latin America

Trade and Investment Queensland

Meeting Summary

Trade and Investment Queensland exhibited at Expomin and supported 30 Queensland METS companies with a dedicated program of organised events.

The Treasurer attended Expomin to support the Queensland companies and promote Queensland METS capability and solutions.





Meeting with Sigdo Koppers Ingeniería y Construcción

Date: Monday 24 April 2023

Attendees

Mr Ignacio Dunner Solari	Chief Commercial Officer
Mr Claudio Doñez	Corporate Business Development Manager
Ms Maria Jesus Reyes	Business Intelligence Manager
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer, Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

Sigdo Koppers Ingeniería y Construcción (SKIC) is a leader in the large-scale construction and assembly industry. Founded in 1960, SKIC has delivered priority investment projects relevant to the progress of Chile, as well as conducting operations in Peru, Brazil, and Colombia.

SKIC is a group with annual revenues of USD 3.1 billion, with construction accounting for a little over 20 per cent of that amount. They have a presence in Brazil, Chile, Peru, and Colombia, and are expanding to Canada and Australia.

The Treasurer met with SKIC to encourage investment in Queensland. The Treasurer promoted Queensland's economic credentials as a great place to invest, with geographical, and strong regulatory advantages that support investment in renewables, including resources for wind and solar.



Networking Reception hosted by Austmine

Date: Monday 24 April 2023

Attendees

70 attended

HE Mr Todd Mercer	Ambassador of Australia to Chile
Dr Nicholas Baker	Senior Trade and Investment Commissioner, Austrade
Mr Robert Trzebski	Director International Business, Austmine
Mr David Fussel	Director Business Development Mining, Latin America
Mr Brendan Rutherford	Principal Trade and Investment Officer, TIQ
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

Austmine is the leading not-for-profit industry association for the METS sector. Austmine promotes the global advancement of technology and innovation in mining, and support members to achieve greater success.

The Treasurer attended the reception and delivered a speech during the event. The attendance was an opportunity to network with Australian mining companies, C-level executives and Austmine representatives.

Australia-Latin America Business Council (ALABC) Networking Reception and Dinner with the Federation of Chilean Industry (SOFOFA)

Date: Monday 24 April 2023

Attendees

HE Mr Todd Mercer	Ambassador of Australia to Chile
Dr Nicholas Baker	Senior Trade and Investment Commissioner, Austrade
Mr Richard Von Appen	President Federation of Chilean Industry
Mr Marcelo Salas	Chief Executive Officer, Australia-Latin America Business Council
Mr Stephen Hall	Chief Operating Officer, Duratray and Non-Executive Director, Australia-Latin America Business Council
Mr Robert Trzebski	Director of International Business, Austmine
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland
Mr Brendan Rutherford	Principal Trade and Investment Officer, Trade and Investment Queensland

Meeting Summary

ALABC was established in 1989 to promote, encourage and facilitate commerce, trade and investment between Australia and the countries of Latin America. ALABC's membership comprises of leading companies and individuals who are at the forefront of forging business links between Australia and Latin America.

SOFOFA was established in 1883 as the Sociedad de Fomento Fabril and is a non-profit federation of some 3,000 companies, 22 business associations and seven regional subsidiaries connecting companies and associations linked with Chilean industry. SOFOFA's key objectives are to promote the creation, progress, and development of private industry.

The Treasurer delivered a keynote address during the reception to C-level executives across the Australian and Latin American business communities.



ANZAC Day Commemorations

Date: Tuesday 25 April 2023

Attendees

HE Mr Todd Mercer	Ambassador of Australia to Chile
HE Mr Michael O'Shaughnessy	Acting Head of Mission, New Zealand Embassy in Chile
HE Ms Gülcan Akoğuz	Ambassador of Turkey to Chile
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland
Mr Brendan Rutherford	Principal Trade and Investment Officer, METS Trade and Investment Queensland

Meeting Summary

The New Zealand Embassy hosted the local consular commemorations for ANZAC Day 2023 in Chile. The Ambassadors of Australia, New Zealand and Turkey attended the ceremony and participated in the order of service.





Meeting with Mr Willy Kracht, Chilean Vice Minister of Mining

Date: Tuesday 25 April 2023

Attendees

Mr Willy Kracht	Chilean Vice Minister of Mining
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

The Treasurer met with the Chilean Vice Minister of Mining and discussed the status and long-term outlook for the mining industry to explore potential opportunities for collaboration between Queensland and Chile.

The Treasurer promoted Queensland's expertise in the mining and mining-related industries and discussed the current hydrogen strategy in Chile and potential collaboration with the state of Queensland.

Meeting with Chilean Mining Council (Consejo Minero)

Date: Tuesday 25 April 2023

Attendees

Mr Joaquin Villarino	Chief Executive Officer
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

Consejo Minero is the association of the largest copper, gold, silver and molybdenum producing companies that are operating in Chile. They include national and foreign companies, both private and state owned.

The Treasurer discussed the status and long-term outlook for the mining industry in Chile and explore potential opportunities for collaboration between Queensland and Chile.



Meeting with the University of Queensland and the Sustainable Minerals Institute – International Centre of Excellence (SMI-ICE) Chile

Date: Tuesday 25 April 2023

Attendees

Prof Rick Valenta	Director, SMI
Dr Douglas Aitken	General Manager, SMI-ICE Chile
Dr Nicolas Baker	Senior Trade and Investment Commissioner, Austrade
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

SMI-ICE-Chile has been operating in Chile for over six years as part of SMI and University of Queensland (UQ) to create positive impact on industry and society in Chile and in Latin America through applied research, technology and knowledge transfer from UQ.

The centre was originally funded in part by the Chilean government through grants provided by CORFO (Chilean economic development agency) for the 'Attraction of International R&D Centres of Excellence for Competitiveness' in 2014.

The Treasurer received a briefing from UQ's SMI on the collaborative research projects the centre is working on in Chile and Latin America.



Meeting with HIF Global

Date: Tuesday 25 April 2023

Attendees

Mr Ignacio Hernandez	Chief Operating Officer, Asia Pacific, HIF Global
Ms Clara Bowman	Chief Operating Officer
Dr Nicolas Baker	Senior Trade and Investment Commissioner, Austrade
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

HIF Global is a large Chilean energy company. In just over a decade, HIF Global has grown from a 'start up' to co-owner of Chile's fifth largest generator and a participant in five per cent of Peru's regulated generation market, with an operating fleet totalling over 1.1GW of generation capacity.

The Treasurer encouraged HIF Global to make investments in large scale e-fuel production projects in Queensland.

Expomin Gala Reception hosted by Australian, Canadian and New Zealand Ambassadors

Date: Tuesday 25 April 2023

Attendees

200 guests attended

HE Mr Todd Mercer	Ambassador of Australia to Chile
HE Mr Michael Gort	Ambassador of Canada to Chile
HE Mr Michael O'Shaughnessy	Acting Head of Mission, New Zealand Embassy in Chile
Dr Marcela Hernando	Minister for Mining, Chile and Honorary President of Expomin
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

The Treasurer attended the networking event and met with Chilean government authorities and C-level executives.

The Treasurer delivered a speech at this function to support Queensland companies to grow brand awareness with the Chilean market through networking, setting a strong Queensland presence and promoting the work of Trade and Investment Queensland in the region.

The Treasurer further highlighted to attendees the benefits of Trade and Investment Queensland facilitating the link between their needs and METS solutions on offer by Queensland.





Expomin Queensland METS Pitching Session with Antofagasta Minerals

Date: Wednesday 26 April 2023

Attendees

30 Queensland METS companies attended

Ms Paula Ohberg	Head of Project and Operational Services Procurement Planning, Antofagasta Minerals
Ms Patricia Adriazola	Specialist, Antofagasta Minerals
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

Antofagasta Minerals is the largest privately owned Chilean mining company and is one of the ten largest copper producers in the world. The company are pioneers in the use of un-desalinated seawater for copper production and the first in the industry to apply thickened tailings technology on a large scale, reducing water consumption.

Since 2022, Antofagasta Minerals use only renewable energy to produce copper and after the construction of a desalination plant in Minera Los Pelambres by 2025, 90 per cent of the water they use in their operations will be seawater or recirculated.

The Treasurer provided opening remarks and provided support to the Queensland METS companies during their pitching session with Antofagasta Minerals.



Meeting and site visit with NOJA Power

Date: Thursday 27 April 2023

Attendees

Mr Bruno Kimura	Chief Executive Officer, NOJA Power Brazil
HE Ms Sophie Davies	Ambassador of Australia to Brazil
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

NOJA Power, a Queensland company with its headquarters in Murarrie, is a world leading manufacturer in Medium Voltage Electrical Equipment. The company has installations of more than 80,000 NOJA Power OSM Series automatic circuit reclosers in over 104 countries worldwide.

The Treasurer visited NOJA Power's manufacturing plant in Campinas and discussed other expansion plans in the region.



Pre-Meeting with Queensland Education and Training Provider representatives

Date: Thursday 27 April 2023

Attendees

Ms Priscila Campos	Marketing Manager Latam, LEXIS
Mr Rafael Moreira	Latam Regional Manager, Torrens University Australia
Ms Marilia Akemi Ouchi	Sales Manager, ILSC
Mr Bruno Raposo	Regional Manager, Le Cordon Bleu
Mr Kadu Aguilera	Regional Manager Latin America, NIET Group
Mr Jonas Taragano	In-Country Manager (Brazil), TAFE Queensland
Mr Flávio Ferreira	Student Recruitment Manager – Brazil, Greenwich College
Mr Gustavo Trione	In-Country Sales Representative (Brazil), Inforum and Impact
Mr Bruno da Silva Moraes	In-Country Representative (Brazil), Sun Pacific College Group
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland
Ms Débora Machado	Trade and Investment Queensland Education Consultant for Brazil

Meeting Summary

The meeting was an opportunity for the Treasurer to receive a briefing from in-country Queensland Education and Training providers. The Treasurer discussed successes and challenges of Queensland education and training providers in attracting students from Brazil to study in Queensland.

In 2022, there were 16,717 enrolments from Latin America (Brazil, Chile, Colombia and Peru) to Queensland.



Study in Queensland, Australia event

Date: Thursday 27 April 2023

Attendees

112 guests attended

HE Ms Sophie Davies	Ambassador of Australia to Brazil
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland

Meeting Summary

The event provided the opportunity to reconnect with Queensland alumni living in Brazil, prospective students to Queensland education and training providers, representatives of Brazilian Universities, key partner education agencies, as well as local Australian Government colleagues to increase the profile of Queensland as a premier study destination.

The Treasurer delivered a speech during the event.





Signing of the Memorandum of Understanding with the State of Minas Gerais

Date: Friday 28 April 2023

Attendees

Ms Kathleen Garcia Oliveira	Deputy Secretary, Economic Development
Mr Pedro Bruno Barros de Souza	State Secretary of Infrastructure and Mobility
Mr Frederico Amaral e Silva	Undersecretary for Investment and Value Chain Promotion
Mr Bruno Araujo Oliveira	Undersecretary of Science, Technology and Innovation
Mrs Ana Araujo Prates Diniz	Superintendent of Investment Attraction and Exports Promotion
Mr Matheus Palmeira	Advisor of International Cooperation Office
Mr Joao Paulo Braga	Chief Executive Officer of Invest Minas
HE Ms Sophie Davies	Ambassador of Australia to Brazil
The Hon Cameron Dick MP	Treasurer and Minister for Trade and Investment, Queensland Government
Mr Geoff Breusch	Principal Advisor Office of the Treasurer and Minister for Trade and Investment
Mr Justin McGowan	Chief Executive Officer Trade and Investment Queensland
Mr Alex Pessagno	Queensland Trade and Investment Commissioner, Latin America Trade and Investment Queensland
Ms Débora Machado	Trade and Investment Queensland Education Consultant for Brazil

Meeting Summary

Minas Gerais is a large producer of bauxite, iron, gold, zinc and a range of other metals. It has been a significant market for Queensland businesses in the Mining, Energy and Technology Services (METS) sector.

Since 2017, there has been a Memorandum of Understanding (MOU) between Minas Gerais and Queensland Governments which has establishing the formal basis for cooperation and development of collaborative opportunities between Queensland and Minas Gerais

On 28 April 2023, the Treasurer signed the next iteration of MOU with Ms Garcia as a representative of the State of Minas Gerais, Brazil.

The next iteration of MOU will support arrangements and activities within which joint initiatives and collaborations can be developed including:

- Facilitating the development of tropical expertise and associated programs spanning research, education, agricultural resources and businesses, environment and life sciences

- Research and development of collaborative projects and exchange between academic institutions
- Collaboration between industry and research institutions for education and training activities as well as projects
- Smart infrastructure partnerships; aviation-airport development and management; action plan for infrastructure and logistics projects.

To date the MOU has been pivotal in achieving trade and investment outcomes for Queensland in Latin American markets and both jurisdictions welcomed its renewal.





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